VIBHA INC.

ANNUAL REPORT 2019

WHAT'S INSIDE

Letter from CEO
Our Leadership
Financials.

Our 2019 Wins
Muskan's Story
Public School Education

Our Values
Projects Overview
Our Supporters

VIBHA IS A 501(C)(3) ORGANIZATION, REGISTERED IN THE STATE OF NEW JERSEY, USA.
VIBHA’S TAX ID IS 22-3122761
Dear Friend,

Every year, you hear multiple times from us, via emails, social media and perhaps from volunteers directly reaching out to you requesting donations. We reach out to you because it is your support which literally makes Vibha possible. A completely volunteer driven organization like Vibha could never have positively impacted the lives of millions of children over the last 28 years without backing from selfless community members like you.

In 2019, we also decided to 'sharpen our focus' on improving outcomes in public education. While elementary school enrollment levels in India have touched historical highs (97%), it drops significantly (to 56%) by the time a child reaches senior secondary level. And of the enrolled students only 70% on an average make it to school every day. Learning outcomes are also poor - per the 2018 Annual Survey of Education Report only a quarter of all third graders surveyed are at grade level in terms of math and reading skills, while only half of all children surveyed can read and less than a third can do basic arithmetic.

At Vibha we want to enable solutions to problems like these. Our volunteers are constantly on the look out for scalable, sustainable and replicable models that can meaningfully address the root cause. Outcomes matter, and the bar is always set high for trust and transparency, one that was recognized with the 2019 Top Rated Award from GreatNonProfits and the 2019 GuideStar Platinum Seal, which puts Vibha in the top 0.1% of over 2 Million listed non-profits.

You made this possible. And we need your support to do more. Whether you supported us as a donor, volunteer or an event participant, it made a difference. It made an impact. And together we can do even more. As we near the end of another year, on behalf of everyone at Vibha, I would like to wish you all a very Happy New Year and request you to continue your support for our efforts.

Kannan Udayarajan
Volunteer & CEO, Vibha
Mission First:
Mission is about remembering the 'why'; the need for Vibha and what it means to be a part of it. We are on a mission that is above any personal ambitions or feelings. We partner with each other to complement our skills and efforts and create meaningful change.

Own it with Pride:
What we do in Vibha, we do so with immense pride. We rise to the occasion, display full ownership and accountability, consistently utilize the freedom and responsibility we have in everything we do, to make the impact.

Respect and Care for All:
We bring people together by consciously fostering a positive and inclusive environment where we welcome and respect diversity in thinking, heritages, traditions and experiences. We immensely value the time and effort of every person devoted to the cause.

Build Trust, Build Relationship:
We show integrity in our words and actions, and expect the best of intentions and efforts from one another. We build relationships for strength and longevity, and focus on doing the right thing with full transparency.

Think Simple, Think Beyond, Think Solution:
We strive to be effective and efficient in everything we do. We challenge the status quo; take smart risks and move forward. We re-imagine how things should be, and plan for the future. We have made it our purpose to focus on creating and delivering solutions that are scalable, sustainable and replicable.
## Our Big Wins in 2019

<table>
<thead>
<tr>
<th>Count</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>2 Million+</td>
<td>Children Positively Impacted through Solution Replication and Scaling Partnerships</td>
</tr>
<tr>
<td>34</td>
<td>Number of grassroots level solutions supported</td>
</tr>
<tr>
<td>2,700+</td>
<td>Children with special needs provided with educational support</td>
</tr>
<tr>
<td>17,000+</td>
<td>Teachers trained in rural areas</td>
</tr>
<tr>
<td>180,000+</td>
<td>Children in vulnerable situations provided with education and other assistance</td>
</tr>
<tr>
<td>3300+</td>
<td>Children in vulnerable situations provided with education &amp; assistance</td>
</tr>
<tr>
<td>860+</td>
<td>Youth provided with vocational training</td>
</tr>
<tr>
<td>600+</td>
<td>Grassroots level of fundraising events &amp; campaigns</td>
</tr>
<tr>
<td>500+</td>
<td>New Volunteers Engaged</td>
</tr>
</tbody>
</table>
OUR LEADERSHIP

ADVISORY BOARD

Prof. Jagdish Sheth
Charles H. Kellstadt Professor of Business
Goizueta Business School, Emory University

Seema Chetal
Managing Director
First Republic Private Wealth Management

B.V Jagadeesh
Managing Partner, KAAJ Ventures

Shri Dodani
Chief Executive Officer, Talumbra

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Chairman

Kannan Udayarajan,
Chief Executive Officer

Vijay Vemulapalli,
Secretary

Rajesh Haridas,
Member At Large

Ganesh Balamitran,
Treasurer

Keyur Shah,
Member At Large

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Chief Executive Officer

Tripura Vadlamani,
Director, Fundraising Campaigns

Chandra Palla,
Director, Projects

Vindali Vartak,
Global Innovation Leader

Surya Kangeyan,
Director, Information Technology

Pravin Chavda,
Director, Fundraising Programs

Rahul Pandey
Director, Fundraising Events

Vishwaja Chereku,
Director, Marketing

Priti Sarda,
Director, Volunteer Relations

Vivek Sharma,
Director, Finance & Administration
OUR LEADERSHIP

VIBHA INDIA

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Sreekanth Pannala,
Secretary
Jeydev Rajamani,
Treasurer
Ebenezer Vidyasagar,
Member At Large
Ron Victor,
Member At Large

EXECUTIVE LEADERSHIP

Zankhana Patel,
Director
Deep Ranjini Rai,
Director, Projects
Maryama Scotlin
Director, Corporate Social Responsibility
Jyoti Wadmare,
Project Manager

ACTION CENTER LEADERS

Durgesh Das
Atlanta

Anuja Singhal
Bay Area

Shyamala Ayasola
Boston

Ajitha Balachandran
Chicago

Mahesh Nalla
Houston

Mihir Jawale
Minnesota

Chinmayi Bhavanishankar
Seattle

Prasoon Kota
Atlanta

Jasneet Anand
Bay Area

Ankur Kumar
Buffalo

Neeta Dave
Dallas

Deepak Kumar
Los Angeles

Ranjeeta Singh
New York/New Jersey

Rohit Kumbhar
Seattle
Muskan's Story

Muskan, a 9 year old girl hails from a lower economic joint family of 10 members living in a small 4 room house in rural Madhya Pradesh. Lack of room to study in her house combined with the lack of support from her parents left Muskan with bare reading/writing skills when she was first introduced to Bharti from Samavesh - a Vibha supported project. Additionally, Muskan was quiet and sad with low confidence because of her sub par academic skills and was subjected to peer bullying.

Bharti started off by getting to know Muskan at a personal level by enabling her to be expressive and by negating bullying in his class. Gradually but steadily with enormous hard-work and efforts, Muskan made excellent progress in her reading/writing skills and explaining abilities. She became proficient in math, reading and writing good stories as well as in art. Today, as a class 7 student Muskan reads a lot and helps younger students as needed in summer camps held by Samavesh. And she wants to pursue teaching as her career in future!

Vibha has been funding and mentoring Samavesh society’s CUBEQ program (Creating an Urban Base for Education Quality) near Bhopal, MP, since 2014. The program aims to improve the quality of education in public schools through focus on activity based learning.
2019 has been a great year for Vibha in our drive to meet our vision of “educate, empower and enable every individual who wishes to make a positive difference in the life of an underprivileged child.” We have disbursed close to a million dollars to our projects catering to the 5 major focus areas: Education, Rescue & Rehabilitation, Vocational Training, Special Needs and Emergency Relief. Funding distribution and children impacted under the focus areas are shown below.

We have also started engaging with local community needs especially related to quality of childhood and early education with 10% of our funds. We have supported local projects from Buffalo (New York), Boston (Massachusetts), Atlanta (Georgia), Dallas (Texas) and Bay Area (California).
Strengthening Public School Ecosystem with the Right Programs

Education is the primary focus of our mission, and we have been supporting many projects to strengthen the public education system in India. We promote children-centric projects that involve capacity building of teachers, introduction of motivational programs, improving academic curriculum and overall development of school going children.

Over the course of many years in the education space, we realized that strengthening public school ecosystem is an opportunity to address the problem at a bigger scale. We have identified 6 programs that will help and strengthen the public ecosystem:

1. Motivational Programs
2. Local Language Literacy
3. English and Numerical Literacy
4. Teacher Development
5. Remedial Education
6. Digital Education

Some of our existing projects are already successfully implementing couple of programs such as motivational program by Sikshana and Remedial Education by Eklavya and other partners. We have started partnering with LeapforWord (LfW) for implementing in English literacy in different states using technology.

Motivational Program: Scaling Sikshana

We have always been advocating and acknowledging programs that fall within the purview of our seed, grow and scale model. Having identified Sikshana’s Prerana program as a replicable, scalable and sustainable model to bring transformation in the public education system, we have been supporting and encouraging our long time flagship partner Sikshana’s Prerana program since 2006.

Vibha and Sikshana’s journey together has been a very rewarding one with we stepping in at all decisive stages in the successful span of implementing its model, Prerana from 15 schools to 43,000 plus schools, in the last decade in Karnataka. The crowning moment has been in 2017, when the Government of Karnataka signed a ‘Memorandum of Understanding’ (MOU) that officially recognized Sikshana as a model to be implemented in all the Government schools across the entire state benefitting over 2 million children.

Our flagship program Sikshana’s Prerana is spreading its wings to a few more states Tamilnadu, Andhra Pradesh and Gujarat.

![Graph showing the growth of Sikshana's Prerana program from 2006 to 2017]
2019 Financials

Vibha receives majority of its revenue from supporters like you. Your donations and involvement in our events make it possible for us to invest in solutions that solve, once and for all, systemic problems that significantly impact the lives of under-privileged children in India and in the USA.

Vibha spent just about 16.7% on overhead costs in 2019. That means almost all of your contributions were invested in supporting child related projects.

Project disbursal over the years

* In 2012, the funding cycle was changed from April-March to Jan-Dec, resulting in a disbursal of 5 quarters of funding for some projects.
# STATEMENT OF ACTIVITIES

## Changes in Unrestricted Net Assets

### Revenues and Other Support

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions</td>
<td>$657,567</td>
</tr>
<tr>
<td>Special Events</td>
<td>$990,126</td>
</tr>
<tr>
<td>Less Direct Benefit to Patrons</td>
<td>($394,233)</td>
</tr>
<tr>
<td>Other Income</td>
<td>$55,947</td>
</tr>
<tr>
<td><strong>Total Revenues and Other Support</strong></td>
<td><strong>$1,309,407</strong></td>
</tr>
</tbody>
</table>

### Expenditures

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Support Expenses</td>
<td>$961,868</td>
</tr>
<tr>
<td>General and Administrative Expenses</td>
<td>$84,341</td>
</tr>
<tr>
<td>Fundraising Expenses</td>
<td>$108,599</td>
</tr>
<tr>
<td><strong>Total Expenditures</strong></td>
<td><strong>$1,154,808</strong></td>
</tr>
</tbody>
</table>

### Increase (Decrease) Revenue Over Expenses

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Increase (Decrease)</strong></td>
<td><strong>$154,599</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Assets, Beginning of Year</td>
<td>$1,359,964</td>
</tr>
<tr>
<td>Net Assets, End of Year</td>
<td>$1,514,563</td>
</tr>
</tbody>
</table>
A BIG THANK YOU!

TO ALL OUR SUPPORTERS WHO MAKE VIBHA POSSIBLE

DUE TO SPACE CONSTRAINTS, ONLY DONORS WHO CONTRIBUTED $1,500 OR MORE ARE LISTED HERE. PLEASE CONTACT OFFICE@VIBHA.ORG FOR MORE DETAILS

INDIVIDUALS

Amar Singh
Amit Agarwal
Anamika Talwar
Apurba Kanti Ray
Cash Donations
Cynthia & Bart McLean
Deepika Kohli/Rajesh Patel
Dev Salem
Durgesh Das
Edwin Marcial
Glendae Tuthill
Harsha and Niket Rele
Sagannath HARATI
Jaishree & David Knauff
Jeff Shenning
JP James
Jyoti Mayadev
Kailash Kothari
Keyur Shah & Milly Parekh
Lopa Shah
Manpreet Singh
Manu & Keerti Gupta
Mathew Thomas
Mitch Saunders
Mohammed Dohadwala
Mubarak Sayeed
Murthy Munagavalasa
Murtuza Attaar
Narayana & Sailaja Rekapalli
Pradeep Kowkutla
Pramod Khincha
Prema Sharma
Rajesh Idate
Rajesh Pipani
Ramakanth Pechhara
Ramesh Maturu
Rohit Mareddy
Ronald Victor
Ryan Melkonian
Seshu Madabushi
Shanti Thirumalai
Sheila Nayak
Sneha & Ritesh Patel
Srinivas Ganti
Srinivasa & Suneetha
Duddempudi
Sudhir K Kandagalta
Sushil Verma
The Sheth Family
Foundation
Tom Salem
Urmila Bhargava
Veena Venkataraman
Vijay Gadde
Vijay Kumar
Vemulapalli
Vijay Tapaskar &
Sunanda Mishra
Vijaya Manne
Vikas Saini
Vineet Gupta
Vinita Sangtani
Vinod Paniker
Vinod
Parameswaran
Epova

CORPORATIONS &
FOUNDATIONS

27th Investment
AAAC Realty
ADP
AK Foundation
Allied Informatics Inc.
Amgen Foundation
Staff Giving Programs
Anand Entertainment
Apple
Applied Materials
Aprio Llp
Ask Staffing Inc
AT&T Employee Giving
Campaign
BRC International
C2 Educational
Systems Inc
Change Healthcare
Ciena
Citrix Systems, Inc.
Cognizant
Colleen Hohenstein
Complete Dental Of
Atlanta
Datum Software Inc
Datum Software Inc.
EIS Technologies Inc
Equifax Inc.
ETrade Financial
Corporation
Everest Financial LLC
Futuretech Holding
Company
General Mills Employee
Matching Program
Global Payments/TSYS
Google
Hitachi Vantara
Corporation
HMB Pharmacy
Management LLC
IBM Employee Services
Center
Inceptive Education
Intel Foundation
Johnson & Johnson
Matching Gift Program
JSW Steel (USA) Inc.
KR Elixir Inc
Krypton Solutions
Macy's
Malone Media Group
Manhattan Associates
Mayer Brown LLP
Microsoft
Moxi Financial
Novartis
NYSE Euronext
Foundation, Inc.
Oracle
Our Pale Blue Dot
Foundation
Paramount Software
Shah Deshpande
Charitable Fund
Solutions
Perfection Of Man
Foundation
Pinnacle Consulting &
Svcs Inc
Praxair Matching Gifts
Program
Premiere Kings of
Georgia
Prudential
Prudential | Customer
Office
Pyramid Consulting Inc.
Raja Foods (Patel
Brothers)
RapidIT Inc
Robert Half Corporate
SAP Software Solutions
Saregama Inc.
SC Johnson Giving, Inc.
Servicenow
Six Consulting Inc
SRM Group
Swiss Re Foundation
T Mobile
Tara Energy
Techrides LLC
Texas Instruments
Incorporated
The CLOROX Company
The Tyler Foundation
Total Fulcrum Retail
Holdings, LLC
Turner Broadcasting
System, Inc.
UHG
Under Armour
UPS Foundation Inc
Verizon Foundation
VISA
Zen Media
JOIN US!

HOW TO DONATE

Online: vibha.org/donate OR fb.com/vibhaorg
By Phone: 408-997-9992
Mail A Check: Payable to ‘Vibha’ to 1030 E El Camino Real, #424 Sunnyvale, CA 94087

OTHER WAYS TO SUPPORT

FUNDRAISE: VIBHA.ORG/CELEBRATE
PARTICIPATE IN AN EVENT:
FB.COM/VIBHAORG/EVENTS
STOCKS, SECURITIES, PROPERTY,
PLANNED GIVING, BEQUESTS:
EMAIL OFFICE@VIBHA.ORG

CONTACT

INFO@VIBHA.ORG.
TELEPHONE: 408-997-9992
FAX: 775-593-1061
1030 E EL CAMINO REAL,424 SUNNYVALE, CA 94087

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Designed and compiled by Vivek Sharma